

# SECURITY MORTGAGE GROUP LLC

## Income Property Specialists

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### RV CAMPGROUND RESORT FINANCING -BORROWER QUESTIONNAIRE-

Dear Borrower,

We are pleased that you have contacted us about financing your project. Please take a few minutes to complete this questionnaire in order to speed up the processing of your loan.

### Loan Request

Reason for financing: \_\_\_\_\_

Loan amount requested: \_\_\_\_\_ Term: \_\_\_\_\_ Amortization: \_\_\_\_\_

Estimated value of property: \_\_\_\_\_ Last appraisal: \$ \_\_\_\_\_ Appraisal date: \_\_\_\_\_

### Campground

Campground Name: \_\_\_\_\_

Address (including zip code) \_\_\_\_\_

Campground age \_\_\_\_\_ Acreage \_\_\_\_\_ Density: \_\_\_\_\_

Number of spaces \_\_\_\_\_ How many RVs in the park are owned by the park? \_\_\_\_\_

Does this park have plans for expansion?  Yes  No

<b>Tenant Profile</b>	_____ % families	<b>Occupancy</b>	_____ % current
	_____ % adult		_____ % 2007 average
	_____ % retired adults		_____ % 2006 average

Rates: Seasonal \$ \_\_\_\_\_ Daily (full hookup) \$ \_\_\_\_\_

Other: \_\_\_\_\_

Nearest Town/City (include closest city with population over 100,000): \_\_\_\_\_

Population of Town/City: \_\_\_\_\_

What is the average age of the RVs?  2000+  1990s  1980s  1970s  1960s

# of Park Models \_\_\_\_\_ # of Seasonal Sites \_\_\_\_\_ # of Cabins \_\_\_\_\_  
# of Transient Sites \_\_\_\_\_ # of Annual RVs \_\_\_\_\_

Historical rent increases over the past 5 years (date and amount)? \_\_\_\_\_

When is the rent going to be increased, and by how much? \_\_\_\_\_ \$ \_\_\_\_\_

Are there any rent concessions?  Yes  No If yes, please explain: \_\_\_\_\_

**Amenities**

Clubhouse  Golf  Jacuzzi  Pool   
RV Storage  Lake  Tennis Courts  Other: \_\_\_\_\_  
Shuffleboard  Laundry  Exercise Room  \_\_\_\_\_

Is the sewer connected to a municipal system?  Yes  No If no, please explain: \_\_\_\_\_

Is the water connected to a municipal system?  Yes  No If no, please explain: \_\_\_\_\_

What utilities are included in the rent?

Water  Sewer  Electricity  Trash  Other: \_\_\_\_\_

What are the pads made of?  Asphalt  Concrete  Gravel  Dirt  Other: \_\_\_\_\_

Does your park have curbs?  Yes  No How many cars can park at each site (off street)? \_\_\_\_\_

Are the streets paved?  Yes  No With what material? \_\_\_\_\_

How many cars can park at each site (off of the street)? \_\_\_\_\_

What would you consider this campground?

Five ★★★★★ Four ★★★★☆ Three ★★★☆☆ Two★★☆☆☆

List 4-5 competitors nearest to your park:

	Business Name	Rent Range	Occupancy %
1			
2			
3			
4			
5			

What is the overall market vacancy? \_\_\_\_\_ %

### Borrower

What is the current net worth of the borrower? \$ \_\_\_\_\_

What is the borrowing entity?  Individual  Partnership  LLC  Corporate

Is this a single-asset entity?  Yes  No If no, please explain: \_\_\_\_\_  
\_\_\_\_\_

What is the name and address of the entity? \_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

Who are the principals? (major stockholders, general partners, etc.)

	Name	%	Address
1			
2			
3			
4			
5			

Who is the on-site manager? \_\_\_\_\_ Telephone number: \_\_\_\_\_

### Other Information

Do you have any currently outstanding judgments, suits, or liens?  Yes  No  
If so, please explain with an attachment.

Have you ever been affiliated with an entity that filed for bankruptcy?  Yes  No  
If so, please explain with an attachment.

Do you have any other negative credit information? (Deed in Lieu, late payments, etc.)  Yes  No  
If so, please explain with an attachment.

What is the current debt for the facility? \_\_\_\_\_

Owed to whom? \_\_\_\_\_ Monthly payments: \_\_\_\_\_

Interest rate: \_\_\_\_\_ Mortgage term: \_\_\_\_\_

Date acquired: \_\_\_\_\_ Original purchase price: \_\_\_\_\_